

## Message Text

UNCLASSIFIED

PAGE 01 MELBOU 00496 290106Z

63

ACTION EB-07

INFO OCT-01 EA-10 ISO-00 CAB-05 CIAE-00 COME-00 DODE-00

      DOTE-00 INR-07 NSAE-00 FAA-00 L-02 SS-15 NSC-05 /052 W

----- 084977

R 280547Z APR 75

FM AMCONSUL MELBOURNE

TO SECSTATE WASHDC 2708

INFO AMEMBASSY CANBERRA

UNCLAS MELBOURNE 0496

E O 11652 N A

TAGS: EAIR, AS

SUBJ: CIVAIR: PAA'S COMMISSION SYSTEM FOR SALES AGENTS

REF: STATE 089039

1. RECEIVED THE FOLLOWING LETTER FROM PYMAN OF ATG IN REGARD  
TO OUR PREVIOUS COMMUNICATIONS CONCERNING PAN AMERICAN'S  
COMMISSION SYSTEM FOR SALES AGENTS.

2. QTE: THANK YOU FOR YOUR LETTER OF 22 APRIL EXPLAINING  
THE UNITED STATES GOVERNMENT'S ATTITUDE REGARDING COMMISSIONS  
FOR TRAVEL AGENTS.

THE AUSTRALIAN GOVERNMENT TAKES THE CONTRARY VIEW AND  
HOLDS THAT AGENT COMMISSIONS CONSTITUTE ONE OF THE REVELANT  
COST FACTORS WHICH SECTION IV (A) OF THE ANNEX TO THE  
AUSTRALIA/USA AIR TRANSPORT AGREEMENT CONTEMPLATES SHOULD BE  
TAKEN INTO ACCOUNT IN THE DETERMINATION OF RATES AND THAT THE  
LEVELS OF SUCH COMMISSIONS TO BE APPLIED SHALL NORMALLY BE  
THOSE ESTABLISHED THROUGH THE IATA MACHINERY AND APPROVED BY  
GOVERNMENTS, OR IN ACCORDANCE WITH ALTERNATIVE RELEVANT  
PROCEDURES PROVIDED IN THE AGREEMENT.

WE UNDERSTAND THAT IATA IS PRESENTLY REVIEWING THE LEVEL  
OF AGENT COMMISSION AND SHOULD THESE DISCUSSIONS RECOMMEND  
THAT A CHANGE IN THE TERMS OF THE PRESENT IATA RESOLUTION  
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ON THE MATTER WOULD BE DESIRABLE SUCH CHANGES WOULD

BE SUBJECT TO APPROVAL OF GOVERNMENTS IN THE NORMAL  
WAY. END QTE.

3. CONGEN HAS TOLD CLARK OF PAA IT PLANS NO ACTION  
EXCEPT TO TRANSMIT TEXT TO DEPT. HE IN TURN SAID  
PAN AM INTENDED TO DO THE SAME UNLESS IT HEARD FROM ITS  
HEADQUARTERS TO THE CONTRARY.  
BRAND

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AIR FARES, AVIATION REGULATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 28 APR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975MELBOU00496  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750149-0288  
**From:** MELBOURNE  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1975/newtext/t19750411/aaaaakmm.tel  
**Line Count:** 69  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE 089039  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 10 JUL 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <10 JUL 2003 by maginmm>; APPROVED <07 JAN 2004 by ShawDG>  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CIVAIR: PAA'S COMMISSION SYSTEM FOR SALES AGENTS  
**TAGS:** EAIR, AS, PANAM  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006